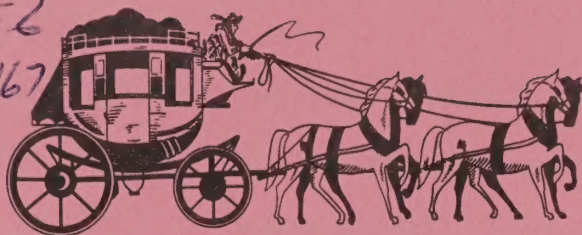


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# NODAK

## CROP INSURANCE

### FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

U. S. DEPT. OF AGRICULTURE  
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SEP 24 1964

# NEWS

CURRENT SERIAL RECORDS

February 4, 1963

1963 Edition No. 1

SALES - This is the first issue of the Nodak News to which we are attaching a report that shows where we stand on crops in force for 1963 as compared to 1962. The report shows that we need nearly 3800 crop sales to equal last year's business. However, we don't know how many crops will be terminated for unpaid premiums at this time. We have our work cut out for us if we are to increase our crops in force figures and also to meet the net acreage insured goals that have been established.

APPLICATIONS, ADD-ON'S, VALUE PER BUSHEL SELECTIONS - please submit as received

if possible. We want to

keep our auditing of them current. Also, there is no contract in force until the application is approved by the Corporation.

REINSTATEMENTS - These should be submitted promptly so that the records can reflect the reinstatements of contracts and crops.

COLLECTIONS - Remember you must now add 10% to any unpaid 1962 premium. All accounts will need to be reconciled in the very near future.

AGENT'S EARNINGS - The Branch Office will start to compute final settlements shortly after January 31. We have no idea as to when the settlements will be made.

ACREAGE REPORTS - It's not too early to start thinking about this job. All of the worksheets we have been using will need to be revised.





Your suggestions will be appreciated. Send them in within the next two weeks.

SALES REPORTS - Prompt, accurate reports are a must from now to the end of the sales period. There is absolutely no excuse for failing to report.

DAKOTA FARMER - The February 2 issue has an article on Crop Insurance by Mr. Kettwig. Be sure to read it.

PERSONNEL CHANGES - The biggest change, of course, is the retirement of Mr. Kettwig and the appointment of Harold G. Schonberger as your new State Director. To replace Harold as District Director for the Northwest area, the Corporation has appointed Art Jorgensen.

Several changes in county agents have also been made. They are:

DIVIDE - WILLIAMS COUNTIES - To replace Art, John Krabseth, a former adjuster and more recently chairman of the Williams County ASCS Committee has been appointed agent.

EMMONS COUNTY - Joseph Vetter Jr. is the new agent in this county replacing Anton Frison, who is devoting more time to his other interests.

LOGAN COUNTY - B. W. Meier is the new service agent here, replacing Paul Hellmuth, who is now the County Auditor.

MC HENRY COUNTY - Walter Erdman is the new agent. He also has Bottineau County. Mrs. Pearl Bostow has moved to Fargo.

MC KENZIE COUNTY - Rasmus Rolfson has replaced Herb Hanna who is moving to Montana.

MOUNTRAIL COUNTY - George Opland is the sole agent now. He and Art Jorgensen had the county together. George also has Ward and McLean Counties.

HONORED - Mr. Kettwig was honored on his 70th Birthday on January 25 by the State Office Staff at a coffee and cake party. The Staff also had a dinner party in his honor on Tuesday night, January 29.

JKB





LET'S KEEP GOING!

During 1963 we will be celebrating the 25th anniversary of the Federal Crop Insurance Corporation. The Crop Insurance Act was enacted into law in 1938 with the first crop (wheat) insured in 1939.

Since that time crop insurance has grown and become available on cotton, tobacco, corn, flax, beans, citrus, soybeans, barley, peaches, grain sorghums, oats, rice, raisins, potatoes, peanuts and canning peas. Studies are being made on other crops like apples and tomatoes. More will be added as time goes on.

Growers of crops, regardless of the crop, have a need for all risk protection against the natural hazards that face a growing crop. They want to protect their investments. Crop Insurance is designed to fill that need, and is now doing so in over 2000 program counties in the Nation. The 1962 liability was in excess of \$359,000,000 for which insureds paid more than \$22,500,000 in premiums.

P. J. Kettwig worked with Crop Insurance since it started. First in Ramsey county, then on the State ASC Committee and finally as the first North Dakota State Director from 1945 until his retirement because of age limits on January 31, 1963.

Mr. Kettwig devoted his time and amazing energy to building a sound crop insurance program, not only in North Dakota but the entire Nation. His recommendations for improvements and changes were based on his experiences and sound thinking and were accepted as such by the management of the Corporation.

Under his leadership, North Dakota was always the leader or among the leaders in the number of contracts, crops insured and premium income. The only State with a 1962 premium income of over 3 million dollars. North Dakota is the only State with at least one insured crop in every county. PJK always wanted to be first, whether it was in crop insurance or going down the highway and usually was.







Mr. Kettwig's first and foremost concern was to see that all farmers knew what crop insurance was all about and what it could do to protect the large investments that growing crops represent. This was done through the organization of Directors, Fieldmen, State Office personnel and Agents that has been developed over the years he served as State Director.

Service to insureds was always uppermost in Mr. Kettwig's mind. The best service that could be provided was a must, especially when losses occurred. Prompt adjustments and payments of indemnities were the result. Satisfied customers were the goal toward which he strived. And this is as it should be with any Service Organization such as FCIC..

With Mr. Kettwig's retirement, a chapter in the History of Crop Insurance comes to a close. He helped write the introduction and the opening chapter. Adequate footings have been laid. A firm foundation has been built. The cornerstone is in place. Now, it's up to the rest of us to build the program to new heights and to strive toward having every eligible producer insured.

One of Mr. Kettwig's favorite expressions was "Let's get going, what are we waiting for? Let's get the job done". Let's do just that.

We wish Mr. Kettwig well in his retirement. We hope that he relaxes a bit, yet we know he won't. Other activities will take up his time. He'll keep busy, but we know that he will find time to see how we are doing.

WE HOPE HE LIKES WHAT HE SEES.



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STATUS OF 1963 SALES CAMPAIGN (As of January 25, 1963)

COUNTY	Crops In Force 1962	Cancelled For 1963 Rec'd S.O.	Crop Sales Received S. O.	Gain or Loss Over 1962
<u>PIEHL'S AREA</u>				
Barnes	1,508	151	15	-136
Cass	1,843	192	339	+147
Dickey	597	89	0	-89
Griggs	276	59	1	-58
LaMoure	1,265	258	25	-233
Ransom	848	151	18	-133
Richland	1,362	107	104	-3
Sargent	538	109	194	+85
Steele	851	124	4	-120
Stutsman	2,523	228	62	-166
Traill	1,575	172	15	-157
TOTALS	13,186	1,640	777	-863
<u>THEXTON'S AREA</u>				
Benson	467	91	0	-91
Cavalier	704	68	6	-62
Eddy	196	28	3	-25
Foster	432	41	0	-41
Grand Forks	1,709	156	35	-121
Nelson	459	66	0	-66
Pembina	870	58	10	-48
Ramsey	838	103	61	-42
Towner	624	44	5	-39
Walsh	1,181	141	0	-141
TOTALS	7,480	796	120	-676
<u>JORGENSEN'S AREA</u>				
Bottineau	1,797	219	10	-209
Burke	336	64	3	-61
Divide	371	117	6	-111
McHenry	705	95	38	-57
McLean	1,378	185	0	-185
Mountrail	588	101	14	-87
Pierce	726	95	0	-95
Renville	608	129	1	-128
Rolette	620	65	5	-60
Ward	2,211	204	4	-200
Williams	1,787	164	5	-159
TOTALS	11,127	1,438	86	-1,352







STATUS OF 1963 SALES CAMPAIGN (As of January 25, 1963)

COUNTY	Crops In Force 1962	Cancelled For 1963 Rec'd S.O.	Crop Sales Received S. O.	Gain or Loss Over 1962
<u>OLSON'S AREA</u>				
Burleigh	905	56	0	-56
Emmons	232	60	0	-60
Kidder	625	75	0	-75
Logan	329	69	72	+3
McIntosh	398	48	6	-42
Mercer	239	23	1	-22
Morton	657	124	18	-106
Oliver	204	26	3	-23
Sheridan	807	127	6	-121
Sioux	88	22	0	-22
Wells	475	64	2	-62
TOTALS	4,959	694	108	-586
<u>MARKEL'S AREA</u>				
Adams	133	43	55	+12
Bowman	76	18	65	+47
Dunn	166	41	14	-27
Golden Valley	160	21	1	-20
Grant	205	37	1	-36
Hettinger	306	107	12	-95
McKenzie	183	43	0	-43
Slope	64	17	23	+6
Stark	402	110	0	-110
TOTALS	1,695	437	171	-266
<u>ALL AREAS</u>				
Piehl	13,186	1,640	777	-863
Thexton	7,480	796	120	-676
Olson	4,959	694	108	-586
Markel	1,695	437	171	-266
Jorgensen	11,127	1,438	86	-1352
TOTALS	38,447	5,005	1,262	-3,743



Time	Lat	Long	Alt	Temp
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0100	10° 05' N	150° 05' W	1000	10.0
0200	10° 10' N	150° 10' W	1000	10.0
0300	10° 15' N	150° 15' W	1000	10.0
0400	10° 20' N	150° 20' W	1000	10.0
0500	10° 25' N	150° 25' W	1000	10.0
0600	10° 30' N	150° 30' W	1000	10.0
0700	10° 35' N	150° 35' W	1000	10.0
0800	10° 40' N	150° 40' W	1000	10.0
0900	10° 45' N	150° 45' W	1000	10.0
1000	10° 50' N	150° 50' W	1000	10.0
1100	10° 55' N	150° 55' W	1000	10.0
1200	11° 00' N	151° 00' W	1000	10.0

Time	Lat	Long	Alt	Temp
1300	11° 05' N	151° 05' W	1000	10.0
1400	11° 10' N	151° 10' W	1000	10.0
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2100	11° 45' N	151° 45' W	1000	10.0
2200	11° 50' N	151° 50' W	1000	10.0
2300	11° 55' N	151° 55' W	1000	10.0
2400	12° 00' N	152° 00' W	1000	10.0

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0400	12° 25' N	152° 25' W	1000	10.0
0500	12° 30' N	152° 30' W	1000	10.0
0600	12° 35' N	152° 35' W	1000	10.0
0700	12° 40' N	152° 40' W	1000	10.0
0800	12° 45' N	152° 45' W	1000	10.0
0900	12° 50' N	152° 50' W	1000	10.0
1000	12° 55' N	152° 55' W	1000	10.0
1100	13° 00' N	153° 00' W	1000	10.0
1200	13° 05' N	153° 05' W	1000	10.0
1300	13° 10' N	153° 10' W	1000	10.0
1400	13° 15' N	153° 15' W	1000	10.0
1500	13° 20' N	153° 20' W	1000	10.0
1600	13° 25' N	153° 25' W	1000	10.0
1700	13° 30' N	153° 30' W	1000	10.0
1800	13° 35' N	153° 35' W	1000	10.0
1900	13° 40' N	153° 40' W	1000	10.0
2000	13° 45' N	153° 45' W	1000	10.0
2100	13° 50' N	153° 50' W	1000	10.0
2200	13° 55' N	153° 55' W	1000	10.0
2300	14° 00' N	154° 00' W	1000	10.0
2400	14° 05' N	154° 05' W	1000	10.0

Time	Lat	Long	Alt	Temp
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0100	14° 15' N	154° 15' W	1000	10.0
0200	14° 20' N	154° 20' W	1000	10.0
0300	14° 25' N	154° 25' W	1000	10.0
0400	14° 30' N	154° 30' W	1000	10.0
0500	14° 35' N	154° 35' W	1000	10.0
0600	14° 40' N	154° 40' W	1000	10.0
0700	14° 45' N	154° 45' W	1000	10.0
0800	14° 50' N	154° 50' W	1000	10.0
0900	14° 55' N	154° 55' W	1000	10.0
1000	15° 00' N	155° 00' W	1000	10.0
1100	15° 05' N	155° 05' W	1000	10.0
1200	15° 10' N	155° 10' W	1000	10.0
1300	15° 15' N	155° 15' W	1000	10.0
1400	15° 20' N	155° 20' W	1000	10.0
1500	15° 25' N	155° 25' W	1000	10.0
1600	15° 30' N	155° 30' W	1000	10.0
1700	15° 35' N	155° 35' W	1000	10.0
1800	15° 40' N	155° 40' W	1000	10.0
1900	15° 45' N	155° 45' W	1000	10.0
2000	15° 50' N	155° 50' W	1000	10.0
2100	15° 55' N	155° 55' W	1000	10.0
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2300	16° 05' N	156° 05' W	1000	10.0
2400	16° 10' N	156° 10' W	1000	10.0



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# NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

U. S. DEPT. OF AGRICULTURE  
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DEC 17 1964

RECENT SERIAL RECORDS

1963 Edition No. 2

February 11, 1963

SALES -- With this issue we are setting up the status report in a little different manner. Crop sales and acres sold figures will now be taken from your weekly reports. Failure to report will result in a status report that is not accurate. Cancellation figures will continue to be on the basis of cancellations processed for your county. If any errors are noted, please advise and also check your weekly report so that it is accurate on cancellations.

To date, the winter has been generally good and roads have been open in all areas. Getting around to make contacts has been no problem but with the small number of sales reported to date, have the contacts been made?

Time is getting short and if we get bad weather in March where do we end up? We end up failing to meet our goals for 1963. Do we want that to happen? Don't expect to get an extension of the closing date if bad weather should hit in March. We have had coverages and rates for a long time and many days of good weather. We couldn't justify an extension.





This report shows only 1,617 crop sales. A closer look shows almost 60% of them in Piehl's area and further examination reveals that 3 counties in his area have sales totaling 742 crops or better than 45% of all sales made to date. Up to now Piehl's area is the only bright spot in the State. What are the rest of you going to do about it? What about you that are still reporting "Zeroes" or maybe 1 sale?

It's time to get going and keep going.





STATUS OF 1963 SALES CAMPAIGN (As of February 1, 1963)

COUNTY	Crops In Force 1962	Cancelled For 1963 Rec'd S.O.	Crop Sales From Sales Reports	Net Acres Sold	Crops Gained or Lost
<u>PIEHL'S AREA</u>					
Barnes	1,508	152	9	1,262	-143
Cass	1,843	195	359	24,172	+164
Dickey	597	89	11	NA	-78
Griggs	276	59	1	25	-58
LaMoure	1,265	258	28	2,690	-230
Ransom	848	151	21	374	-130
Richland	1,362	111	147	6,430	+36
Sargent	538	109	236	10,795	+127
Steele	851	126	0	0	-126
Stutsman	2,523	222	88	7,364	-134
Traill	1,575	170	22	855	-148
TOTALS	13,186	1,642	922	53,967	-720
<u>THEXTON'S AREA</u>					
Benson	467	91	0	0	-91
Cavalier	704	68	6	NA	-62
Eddy	196	28	3	346	-25
Foster	432	41	7	355	-34
Grand Forks	1,709	162	55	1,474	-110
Nelson	459	66	0	0	-66
Pembina	870	60	14	839	-46
Ramsey	838	103	68	4,198	-35
Towner	624	44	7	420	-37
Walsh	1,181	141	23	1,578	-118
TOTALS	7,480	804	183	9,210	-624
<u>JORGENSEN'S AREA</u>					
Bottineau	1,797	219	10	1,148	-209
Burke	336	64	6	469	-58
Divide	371	116	8	393	-108
McHenry	705	95	37	2,735	-58
Mountrail	588	101	14	1,663	-87
Pierce	726	95	0	0	-95
Rolette	620	65	16	1,340	-49
Ward	2,211	304	23	1,906	-281
Williams	1,787	164	6	495	-158
McLean	1,378	186	5	664	-181
Renville	608	129	1	50	-128
TOTALS	11,127	1,538	126	10,863	-1,412

\* - Acreage Not Available





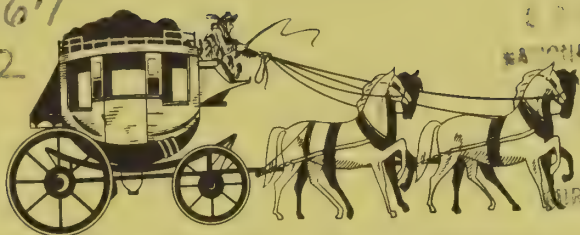
STATUS OF 1963 SALES CAMPAIGN (As of February 1, 1963)

COUNTY	Crops In Force 1962	Cancelled For 1963 Rec'd S.O.	Crop Sales From Sales Reports	Net Acres Sold	Crops Gained or Lost
<u>OLSON'S AREA</u>					
Burleigh	905	137	41	2,058	-96
Emmons	232	60	14	814	-46
Kidder	625	75	2	55	-73
Logan	329	68	95	6,642	+27
McIntosh	398	48	7	607	-41
Mercer	239	23	1	95	-22
Morton	657	124	22	1,747	-102
Oliver	204	26	4	372	-22
Sheridan	807	128	7	697	-121
Sioux	88	22	0	0	-22
Wells	475	64	7	307	-57
TOTALS	4,959	775	200	13,394	-575
<u>MARKEL'S AREA</u>					
Adams	133	43	55	12,578	+12
Bowman	76	18	65	14,929	+47
Dunn	166	39	26	3,142	-13
Golden V.	160	21	1	62	-20
Grant	205	37	3	272	-34
Hettinger	306	107	12	1,272	-95
McKenzie	183	45	1	104	-44
Slope	64	17	23	5,973	+6
Stark	402	106	0	0	-106
TOTALS	1,695	433	186	38,332	-247
<u>ALL AREAS</u>					
Piehl	13,186	1,642	922	53,967	-720
Thextan	7,480	804	183	9,210	-624
Olson	4,959	775	200	13,394	-575
Markel	1,695	433	186	38,332	-247
Jorgensen	11,127	1,538	126	10,863	-1,412
TOTALS	38,447	5,192	1,617	125,766	-3,578





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DEC 17 1964

# NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1963 Edition No. 3

February 18, 1963

A MUST - Your sales report for the week ending February 22 (this week) MUST reach us on Monday Morning, February 25. Our report to Washington will be made up on February 25 and we want the latest figures for this report. Please mail your report on Friday or Thursday, February 21, in the event you do not plan to work on Washington's Birthday. Please cooperate with us with respect to this very, very, important report.

SALES - Reports show that thru sales and reinstatements we reduced the minus crops by 269. Still a long way to go to show an increase in business.

LEGIBILITY ON ALL FORMS - Because of various coding operations it is important that all entries on all forms be legible. Names and addresses must be absolutely legible. Type if at all possible but otherwise print. We are receiving applications where names and addresses are not too clear and errors in spelling on Branch Office and State Office records will result. Please review all forms before submitting.

ACREAGE REPORTS - We have requested the Branch Office to head up acreage reports again and have requested that reports be in your hands by March 15. You will, of course, have to prepare reports for most of the new business and make needed corrections. The same forms will be used in 1963 as were used in 1962. Some changes in column headings will be necessary. Procedure will be sent out on this in the near future.

JIM KING - Should be out of the hospital this week but will probably be unable to work for awhile.





GUS GEISSLER - We received the sad news this morning that Gus passed away late Sunday night, February 17, apparently from a heart attack. His passing comes as a great shock to all of us. Funeral services will be held on Thursday at 9:30 A.M. in the Hanson-Runsvold Funeral Home in Fargo and at 2:00 P.M. in the Congregational Church in Medina, North Dakota.

The family home address is: 1417 12th Street South, Fargo, N. Dak.





STATUS OF 1963 SALES CAMPAIGN (As of February 8, 1963)

COUNTY	Crops In Force 1962	Cancelled For 1963 Rec'd S.O.	Crop Sales From Sales Reports	Net Acres Sold	Crops Gained or Lost
<u>PIEHL'S AREA</u>					
Barnes	1,508	152	9	1,262	-143
Cass	1,843	196	367	24,900	+171
Dickey	597	89	15	641	-74
Griggs	276	59	5	240	-54
LaMoure	1,265	258	28	2,690	-230
Ransom	848	151	22	507	-129
Richland	1,362	111	184	8,832	+73
Sargent	538	109	250	11,480	+141
Steele	851	126	9	2,722	-117
Stutsman	2,523	221	100	8,073	-121
Traill	1,575	170	24	995	-146
TOTALS	13,186	1,642	1,013	62,342	-629
<u>THEXTON'S AREA</u>					
Benson	467	91	12	404	-79
Cavalier	704	68	6	NA	-62
Eddy	196	28	3	346	-25
Foster	432	41	7	355	-34
Grand Forks	1,709	165	93	7,724	-72
Nelson	459	66	0	0	-66
Pembina	870	60	16	985	-44
Ramsey	838	103	82	5,359	-21
Towner	624	44	10	580	-34
Walsh	1,181	141	28	1,952	-113
TOTALS	7,480	807	257	11,705	-550
<u>JORGENSEN'S AREA</u>					
Bottineau	1,797	217	10	1,148	-207
Burke	336	64	11	844	-53
Divide	371	116	8	393	-108
McHenry	705	95	49	3,565	-46
McLean	1,378	186	5	664	-181
Mountrail	588	101	16	1,753	-85
Pierce	726	95	0	0	-95
Renville	608	129	1	50	-128
Rolette	620	65	24	1,977	-41
Ward	2,211	304	27	2,206	-277
Williams	1,787	164	9	652	-155
TOTALS	11,127	1,536	160	13,252	-1,376

\* - Acreage Not Available

1. The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that every entry, no matter how small, should be recorded to ensure the integrity of the financial data.

2. The second part of the document outlines the various methods used to collect and analyze data. It includes a detailed description of the sampling process and the statistical techniques employed to interpret the results.

3. The third part of the document provides a comprehensive overview of the findings from the study. It highlights the key trends and patterns observed in the data, as well as the implications of these findings for future research and practice.

4. The fourth part of the document discusses the limitations of the study and the potential sources of error. It acknowledges that while the data is as accurate as possible, there are still some uncertainties that need to be taken into account.

5. The fifth part of the document concludes the study and offers some final thoughts on the importance of ongoing research in this field. It suggests that further studies should be conducted to explore the underlying causes of the observed trends and to develop more effective strategies for addressing the issues at hand.

6. The sixth part of the document provides a detailed appendix of the data used in the study. This includes a list of all the variables measured, a description of the units used, and a summary of the data collection process.

7. The seventh part of the document contains a list of references to the literature cited in the study. These references provide a context for the research and allow readers to explore the work of other researchers in the field.

8. The eighth part of the document is a list of figures and tables that are included in the study. These visual aids help to present the data in a clear and concise manner, making it easier for readers to understand the results.

9. The ninth part of the document is a list of abbreviations and acronyms used throughout the study. This helps to ensure that the document is easy to read and understand, even for those who are not familiar with the field.

10. The tenth part of the document is a list of the authors' contact information. This allows readers to reach out to the authors if they have any questions or need further information about the study.

STATUS OF 1963 SALES CAMPAIGN (As of February 8, 1963)

COUNTY	Crops In Force 1962	Cancelled For 1963 Rec'd S.O.	Crop Sales From Sales Reports	Net Acres Sold	Crops Gained Or Lost
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OLSON'S AREA

Burleigh	905	137	41	2,058	-96
Emmons	232	60	16	1,034	-44
Kidder	625	75	2	55	-73
Logan	329	65	107	7,261	+42
McIntosh	398	48	7	607	-41
Mercer	239	24	2	146	-22
Morton	657	122	22	1,747	-100
Oliver	204	25	6	492	-19
Sheridan	807	127	9	797	-118
Sioux	88	22	0	0	-22
Wells	475	64	41	2,626	-23
TOTALS	4,959	769	253	16,823	-516

MARKEL'S AREA

Adams	133	43	55	12,578	+12
Bowman	76	18	65	14,929	+47
Dunn	166	39	26	3,142	-13
Golden V.	160	21	1	62	-20
Grant	205	37	5	462	-32
Hettinger	306	107	12	1,272	-95
McKenzie	183	44	3	709	-41
Slope	64	17	23	5,973	+6
Stark	402	106	4	245	-102
TOTALS	1,695	432	194	39,372	-238

ALL AREAS

Piehl	13,186	1,642	1,013	62,342	-629
Thexton	7,480	807	257	11,705	-550
Olson	4,959	709	253	16,823	-516
Markel	1,695	432	194	39,372	-238
Jorgensen	11,127	1,536	160	13,252	-1,376
TOTALS	38,447	5,186	1,877	143,494	-3,309



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# NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

U. S. DEPT. OF AGRICULTURE  
NATIONAL AGRICULTURAL LIBRARY

DEC 17 1964

CURRENT SERIAL RECORDS

1963 Edition No. 4

February 25, 1963

SALES - With this report we will start showing the number of sales made for the week on the basis of your weekly reports.

The week ending February 15 was very disappointing as to the number of sales made.

In order to wipe out the present minus crops and what may be added for unpaid debts, a minimum of 600 crops per week is needed, about 3 times our average for the past few weeks. And what about our increase for 1963?

We know that your advertising and mail campaign is getting into high gear. Estimates show that nearly \$10,000 will be spent on all forms of advertising. This is excellent but we still doubt that prospects will come running to buy crop insurance. Contacts are needed to do the job. We hope that you have sufficient men on the road to make the needed contacts that will result in sales.

Time is getting short and lost time can never be regained as we all know.

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STATUS OF 1963 SALES CAMPAIGN (As of February 15, 1963)

COUNTY	Crops In Force 1962	Cancelled For 1963 Rec'd S.O.	Crops Sold This Week	Crop Sales To Date From Sales Reports	Net Acres Sold To Date	Crops Gained or Lost
<u>PIEHL'S AREA</u>						
Barnes	1,508	152	2	11	1,742	-141
Cass	1,843	196	3	370	25,355	+174
Dickey	597	89	4	19	661	-70
Griggs	276	59	0	5	240	-54
LaMoure	1,265	258	2	30	3,140	-228
Ransom	848	148	3	25	859	-123
Richland	1,362	111	NA	184	8,832	+73
Sargent	538	109	NA	250	11,480	+141
Steele	851	126	0	9	2,722	-117
Stutsman	2,523	219	5	105	8,573	-114
Traill	1,575	170	3	27	1,110	-143
TOTALS	13,186	1,637	22	1,035	64,714	-602
<u>THEXTON'S AREA</u>						
Benson	467	91	1	13	454	-78
Cavalier	704	66	5	11	624	-55
Eddy	196	28	0	3	346	-25
Foster	432	41	6	13	1,548	-28
Grand F.	1,709	165	6	99	1,884	-66
Nelson	459	66	NA	0	0	-66
Pembina	870	60	2	18	1,105	-42
Ramsey	838	103	26	108	7,021	+5
Towner	624	44	NA	10	580	-34
Walsh	1,181	141	1	29	2,207	-112
TOTALS	7,480	805	47	304	15,769	-501
<u>JORGENSEN'S AREA</u>						
Bottineau	1,797	217	3	13	1,762	-204
Burke	336	64	11	22	1,784	-42
Divide	371	116	4	12	1,067	-104
McHenry	705	94	9	58	4,057	-36
McLean	1,378	186	0	5	664	-181
Mountrail	588	101	9	25	2,375	-76
Pierce	726	95	1	11	231	-94
Renville	608	129	2	3	396	-126
Rolette	620	65	7	31	2,432	-34
Ward	2,211	304	0	27	2,206	-277
Williams	1,787	164	0	9	652	-155
TOTALS	11,127	1,535	46	206	17,626	-1,329

NA - Not Available

141	142	143	144	145	146	147	148	149	150
151	152	153	154	155	156	157	158	159	160
161	162	163	164	165	166	167	168	169	170
171	172	173	174	175	176	177	178	179	180
181	182	183	184	185	186	187	188	189	190
191	192	193	194	195	196	197	198	199	200
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211	212	213	214	215	216	217	218	219	220
221	222	223	224	225	226	227	228	229	230
231	232	233	234	235	236	237	238	239	240
241	242	243	244	245	246	247	248	249	250
251	252	253	254	255	256	257	258	259	260
261	262	263	264	265	266	267	268	269	270
271	272	273	274	275	276	277	278	279	280
281	282	283	284	285	286	287	288	289	290
291	292	293	294	295	296	297	298	299	300
301	302	303	304	305	306	307	308	309	310
311	312	313	314	315	316	317	318	319	320
321	322	323	324	325	326	327	328	329	330
331	332	333	334	335	336	337	338	339	340
341	342	343	344	345	346	347	348	349	350
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371	372	373	374	375	376	377	378	379	380
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401	402	403	404	405	406	407	408	409	410
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421	422	423	424	425	426	427	428	429	430
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441	442	443	444	445	446	447	448	449	450
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461	462	463	464	465	466	467	468	469	470
471	472	473	474	475	476	477	478	479	480
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491	492	493	494	495	496	497	498	499	500
501	502	503	504	505	506	507	508	509	510
511	512	513	514	515	516	517	518	519	520
521	522	523	524	525	526	527	528	529	530
531	532	533	534	535	536	537	538	539	540
541	542	543	544	545	546	547	548	549	550
551	552	553	554	555	556	557	558	559	560
561	562	563	564	565	566	567	568	569	570
571	572	573	574	575	576	577	578	579	580
581	582	583	584	585	586	587	588	589	590
591	592	593	594	595	596	597	598	599	600
601	602	603	604	605	606	607	608	609	610
611	612	613	614	615	616	617	618	619	620
621	622	623	624	625	626	627	628	629	630
631	632	633	634	635	636	637	638	639	640
641	642	643	644	645	646	647	648	649	650
651	652	653	654	655	656	657	658	659	660
661	662	663	664	665	666	667	668	669	670
671	672	673	674	675	676	677	678	679	680
681	682	683	684	685	686	687	688	689	690
691	692	693	694	695	696	697	698	699	700
701	702	703	704	705	706	707	708	709	710
711	712	713	714	715	716	717	718	719	720
721	722	723	724	725	726	727	728	729	730
731	732	733	734	735	736	737	738	739	740
741	742	743	744	745	746	747	748	749	750
751	752	753	754	755	756	757	758	759	760
761	762	763	764	765	766	767	768	769	770
771	772	773	774	775	776	777	778	779	780
781	782	783	784	785	786	787	788	789	790
791	792	793	794	795	796	797	798	799	800
801	802	803	804	805	806	807	808	809	810
811	812	813	814	815	816	817	818	819	820
821	822	823	824	825	826	827	828	829	830
831	832	833	834	835	836	837	838	839	840
841	842	843	844	845	846	847	848	849	850
851	852	853	854	855	856	857	858	859	860
861	862	863	864	865	866	867	868	869	870
871	872	873	874	875	876	877	878	879	880
881	882	883	884	885	886	887	888	889	890
891	892	893	894	895	896	897	898	899	900
901	902	903	904	905	906	907	908	909	910
911	912	913	914	915	916	917	918	919	920
921	922	923	924	925	926	927	928	929	930
931	932	933	934	935	936	937	938	939	940
941	942	943	944	945	946	947	948	949	950
951	952	953	954	955	956	957	958	959	960
961	962	963	964	965	966	967	968	969	970
971	972	973	974	975	976	977	978	979	980
981	982	983	984	985	986	987	988	989	990
991	992	993	994	995	996	997	998	999	1000



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McIntosh	398	48	0	7	607	-41
Mercer	239	24	5	7	642	-17
Morton	657	122	3	25	1,962	-97
Oliver	204	25	0	6	492	-19
Sheridan	807	127	1	10	997	-117
Sioux	88	22	0	0	0	-22
Wells	475	64	13	51	3,306	-13
TOTALS	4,959	769	27	277	18,727	-492
<u>MARKEL'S AREA</u>						
Adams	133	43	0	55	12,578	+12
Bowman	76	18	0	65	14,929	+47
Dunn	166	39	17	43	5,317	+4
Golden V.	160	21	0	1	62	-20
Grant	205	37	3	8	675	-29
Hettinger	306	107	0	12	1,272	-95
McKenzie	183	44	2	5	864	-39
Slope	64	17	0	23	5,973	+6
Stark	402	103	15	19	1,420	-84
TOTALS	1,695	429	37	231	43,090	-198
<u>ALL AREAS</u>						
Piehl	13,186	1,637	22	1,035	64,714	-602
Thexton	7,480	805	47	304	15,769	-501
Olson	4,959	769	27	277	18,727	-492
Markel	1,695	429	37	231	43,090	-198
Jorgensen	11,127	1,535	46	206	17,626	-1,329
TOTALS	38,447	5,175	179	2,053	159,926	-3,122



